

Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 NEA-10 ISO-00 COME-00 XMB-02 SSO-00

CAB-02 CIAE-00 DODE-00 DOTE-00 INR-07 NSAE-00 CIEP-01

FAA-00 /042 W

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FM AMEMBASSY ROME

TO SECSTATE WASH DC PRIORITY 1579

AMEMBASSY TEHRAN NIACT IMMEDIATE

INFO AMEMBASSY LONDON

AMEMBASSY PARIS

AMEMBASSY ATHENS

AMEMBASSY BRUSSELS

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DEPARTMENT PASS COMMERCE FOR COHEN, HALE, MYERS; EXIMBANK;
FAA FOR GARY AND CARMICHAEL. BRUSSELS FOR FAA: TEHRAN PASS COPY
TO FAA

ADMINISTRATOR MCLUCAS AND PARTY.

E.O. 11652: N/A

TAGS: EAIR, EFIN, IR

SUBJECT: IRAN AIR FLEET EXPANSION

FROM RCAA DWOR.

REF. TEHRAN 11336 (PAR.2)

1. SUMMARY: IRAN AIR MANAGING DIRECTOR GENERAL ALI KHADEMI
DENIES ANY BIAS TOWARDS A-300B2K VIS-A-VIS U.S. AIRCRAFT,
ACCORDING PLANNING MANAGER KALHOR. MCDONNELL DOUGLAS TEAM
PRESENTING PROPOSED FLEET PLAN TO IRAN AIR EARLY NEXT WEEK AND
WILL LATER SUBMIT PROPOSAL COVERING TWO DC-10-10'S. LOCKHEED-
CALIFORNIA WILL SHORTLY SUBMIT PROPOSAL COVERING TWO L-1011-200'S.
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BOTH U.S. MANUFACTURERS STRESSING DEMONSTRATED DURABILITY,

MAINTAINABILITY, AND RELIABILITY OF THEIR AIRCRAFT IN MULTIPLE LANDING-CYCLE, SHORT STAGE-LENGTH SCHEDULED OPERATIONS VIS-A-VIS A-300B2K; AS WELL AS SUPERIOR RANGE-VERSATILITY AND ENGINE-OUT PERFORMANCE. KHADEMI'S SENSITIVITIES CONCERNING HIS PREVIOUS A-300B2K OPINIONS TO RCAA SHOULD NOT BE AGGRAVATED DURING FAA VISIT BY ANY REMINDERS, ALTHOUGH WE WOULD APPRECIATE SOLID PITCH BEHALF ALL U.S. WIDEBOODIES AND ADVANCED 727-286 AIRCRAFT. END OF SUMMARY.

2. RCAA RECEIVED PHONE CALL FROM LOCKHEED-CALIFORNIA'S NORMAN AVANT YESTERDAY REGARDING IRAN AIR'S CURRENT EVALUATION OF WIDE-BODIED AIRCRAFT FOR CARRIER'S DOMESTIC AND GULF ROUTES. ACCORDING AVANT, IRAN AIR'S DIRECTOR OF PLANNING S.K. KALHOR WAS GRAVELY CONCERNED BY RCAA INPUTS TO U.S. AIRPLANE MANUFACTURERS INDICATING THAT GENERAL KHADEMI TILTING STRONGLY IN FAVOR OF A-300B2K, SINCE COMPETITION SUPPOSED TO BE WIDE OPEN. KALHOR ASKED GENERAL KHADEMI A-300B2K FAVORED POSITION IS TRUE OR NOT. ACCORDING KALHOR, GENERAL KHADEMI STRONGLY DENIED THIS AND REQUESTED KALHOR TO DISREGARD IDLE RUMORS. HOWEVER, RCAA VOUCHES FOR ACCURACY REFTEL IN CITING GENERAL K KHADEMI'S APPARENT BIAS.

3. NEVERTHELESS, RCAA PLEASED BY KALHOR MEETING WITH KHADEMI, SINCE APPARENTLY CLEAR INDICATION MIDDLE-ECHELON OF AIRLINE STILL OPEN AS TO WHICH WIDEBODIED AIRCRAFT WILL BE SELECTED. ACCORDING AVANT, OPERATIONS AND ENGINEERING PERSONNEL HARBOR STRONG MISGIVINGS CONCERNING TWIN-ENGINED A-300B2K'S ENGINE-OUT PERFORMANCE OUT OF HOT AND HIGH IRANIAN DOMESTIC AIRPORTS AND ENROUTE OVER IRANIAN MOUNTAINOUS TERRAIN. WITH GENERAL KHADEMI'S VIGOROUS DENIAL TO KALHOR, CHANCES BRIGHTER THAT AT LEAST U.S. MANUFACTURERS WILL HAVE OPPORTUNITY AND TIME TO FULLY PRESENT THEIR PROPOSALS.

4. IN THIS REGARD, MCDONNELL DOUGLAS TEAM PROCEEDING TO TEHRAN DECEMBER 4 WITH FLEET PLAN PROPOSAL SHOWING THREE DC-10-10'S IN SERVICE 1978, FOURTH IN 1979, FIFTH IN 1980, SIXTH IN 1981, AND SEVENTH IN 1982. AFTER TEHRAN VISIT, MCDONNELL DOUGLAS WILL SUBMIT FORMAL PROPOSAL TO IRAN AIR COVERING TWO DC-10-10'S (POWERED BY GE CF6-6D1 ENGINES) FOR DELIVERY SPRING 1978, VALUED AT APPROXIMATELY \$70 MILLION INCLUDING SPARES.
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MCDONNELL DOUGLAS PROPOSING DC-10-10 FOR DEPLOYMENT (IN ADDITION TO PRIMARY DOMESTIC AND GULF ROLE) ON INTERMEDIATE STOP OPERATIONS TO WESTERN EUROPE AND LONDON AND AS OPERATIONAL BACK-UP TO ENTIRE IRAN AIR FLEET. A-300B2K RANGE DEFICIENCIES (I.E., TEHRAN-ROME) INHIBIT A-300B2K IN FULL OPERATIONAL BACK-UP ROLE.

5. LOCKHEED-CALIFORNIA, SIMILARLY, WILL SHORTLY SUBMIT FORMAL

PROPOSAL COVERING TWO L-1011-200 TRISTARS, POWERED BY UPATED ROLLS-ROYCE RB-211-524B ENGINES, VALUED AT \$70 - \$75 MILLION INCLUDING SPARES. TRISTARS WOULD, AS CASE WITH DC-10-10'S, BE DEPLOYED ON DOMESTIC, REGIONAL, AND WESTERN EUROPEAN/LONDON ROUTES, AND AS OPERATIONAL BACK-UP TO ENTIRE FLEET. RCAA NOTES, IN THIS REGARD, DC-10-10 AND L-1011-200 FULLY CAPABLE OPERATIONS LONDON-NEW YORK IF SO REQUIRED.

6. SUBSEQUENT TO TEHRAN VISIT, RCAA CONFERRED WITH BOEING REGIONAL PERSONNEL ATHENS AND ADVISED THEM OF GENERAL KHADEMI'S EXPRESSED OPINION THAT A-300B2K SUPERIOR TO U.S. WIDEBODIED AIRCRAFT IN WITHSTANDING MULTIPLE LANDING-CYCLE, SHORT STAGE-LENGTH SCHEDULED OPERATIONS. PRESUMABLY, BOEING SLANTING ITS 747SR, 747SP SR MARKETING PITCH TO OVERCOME THIS MISCONCEPTION ON KHADEMI'S PART. LOCKHEED-CALIFORNIA AND MCDONNELL DOUGLAS HAVE DEFINITIVELY REACTED TO KHADEMI'S INPUTS TO RCAA AND ARE STRESSING DEMONSTRATED CAPABILITIES THEIR AIRCRAFT VIS-A-VIS A-300B2K IN AIRFRAME AND ENGINE DURABILITY, MAINTAINABILITY, AND RELIABILITY IN MULTIPLE-STOP SHORT STAGE-LENGTH OPERATIONS (I.E., EASTERN L-1011-1'S ON DAILY SERVICE MIAMI-FORT LAUDERDALE - 22 MINUTE SECTOR TIME: ROUGHLY EQUIVALENT TO "KHADEMI - SENSITIVE" AHWAZ-ABADAN SECTOR).

7. WE WOULD APPRECIATE SOLID ENDORSEMENT OF SUPERIORITY OF 747, DC-10, L-1011, AND ADVANCED 727-286 AIRCRAFT IN ANY FAA/EMBASSY MEETING WITH GOI AND GENERAL KHADEMI THIS WEEKEND, BUT AVOIDANCE REMINDERS OF HIS RECENT A-300B2K INPUTS TO RCAA WHICH HAVE APPARENTLY EMBARRASSED MANAGING DIRECTOR WITH MIDDLE-ECHELON PERSONNEL OF AIRLINE.

8. DESPITE KHADEMI'S VERY RECENT DENIALS OF A-300B2K BIAS, POLITICAL FACTORS CONTINUE TO FAVOR A-300B2K FOR IRAN AIR, ALTHOUGH RCAA BELIEVES ECONOMIC AND PERFORMANCE FACTORS FAVORING LIMITED OFFICIAL USE

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U.S.-BUILT AIRCRAFT MAY YET TURN THE TIDE FOR US. VOLPE

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Message Attributes

Automatic Decaptoning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: SALES, COMMERCIAL AIRCRAFT
Control Number: n/a
Copy: SINGLE
Draft Date: 03 DEC 1976
Decapton Date: 01 JAN 1960
Decapton Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ElyME
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
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Handling Restrictions: n/a
Image Path:
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Legacy Key: link1976/newtext/t19761275/aaaacmou.tel
Line Count: 155
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 76 TEHRAN 11336
Review Action: RELEASED, APPROVED
Review Authority: ElyME
Review Comment: n/a
Review Content Flags:
Review Date: 06 APR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <06 APR 2004 by ShawDG>; APPROVED <06 AUG 2004 by ElyME>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: IRAN AIR FLEET EXPANSION FROM RCAA DWOR.
TAGS: EAIR, EFIN, IR, US
To: STATE TEHRAN
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006